



CANNON BUILDING
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DOVER, DELAWARE 19904-2467

STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING NOTICE: REAL ESTATE EDUCATION COMMITTEE

MEETING DATE AND TIME: Thursday November 5, 2009 at 9:30 a.m.

PLACE: Division of Professional Regulation
861 Silver Lake Boulevard, Cannon Building
Second Floor Conference Room A
Dover, Delaware

AMENDED AGENDA

(Amended items are noted by an asterisk)

- 1.0 Call to Order
- 2.0 Review and Approval of Minutes
 - 2.1 Meeting Minutes – October 1, 2009
- 3.0 Unfinished Business
 - 3.1 Continue CE Audit Review
- 4.0 New Business
 - 4.1 Review of Letters of Intent and Course Evaluations
 - 4.2 Review of Course Provider Applications
 - 4.2.1 Course Provider: Sussex County Association of REALTORS
 - 4.2.1.1 Course Title: Commercial Real Estate
Credit Hours: 3
 - 4.2.1.2 Course Title: Reverse Mortgages/Home Equity Conversion Mortgages
Credit Hours: 3
 - 4.2.2 Course Provider: TriState REALTORS Commercial Alliance Commercial RE School
 - 4.2.2.1 Course Title: Argus DCF Training
Credit Hours: 3.5
 - 4.2.2.2 Course Title: Distressed Real Estate Law
Credit Hours: 3.5
 - 4.2.3 Course Provider: The CE Shop, Inc.
 - 4.2.3.1 Course Title: Accredited Staging Professional (ASP)
Credit Hours: 6
 - 4.2.4 Course Provider: McKissock, LP

4.2.4.1 Course Title: Property Pricing and CMAs
Credit Hours: 3

4.2.5 Course Provider: Center for Continuing Education

4.2.5.1 Course Title: Delaware Uniform Common Interest Ownership Act
Credit Hours: 3

4.2.5.2 Course Title: Short Sale and Foreclosures
Credit Hours: 3

4.2.5.3 Course Title: Statewide Agreement of Sale
Credit Hours: 3

4.2.5.4 Course Title: New Agency Law
Credit Hours: 3

4.2.5.5 Course Title: Broker's Core Course
Credit Hours: 6

4.2.5.6 Course Title: Salesperson's Core Course
Credit Hours: 3

4.2.6 Course Provider: Kent County Association of REALTORS

4.2.6.1 Course Title: The Language of Green
Credit Hours: 3

4.2.6.2 Course Title: The Green Home
Credit Hours: 3

4.2.6.3 Course Title: The Home Energy Audit
Credit Hours: 3

4.2.6.4 Course Title: Understanding a Reverse Mortgage
Credit Hours: 3

4.2.6.5 Course Title: Silver Bullet Solution
Credit Hours: 3

4.2.6.6 Course Title: Residential Property Management
Credit Hours: 6

4.2.6.7 Course Title: Landlord Tenant Code from the Other Side of the Fence
Credit Hours: 3

*4.2.7 Course Provider: Omega Real Estate School

4.2.7.1 Course Title: The CMA VS. Appraisal
Credit Hours: 3

4.2.7.2 Course Title: The New Agreement of Sale and Other Real Estate
Forms
Credit Hours: 3

4.2.7.3 Course Title: Brokers Licensee Core Course
Credit Hours: 6

4.2.7.4 Course Title: Sales Licensees Core Course
Credit Hours: 3

4.2.7.5 Course Title: Obtaining and Retaining Listings
Credit Hours: 3

4.2.7.6 Course Title: Closing Techniques that Open the Door to Success
Credit Hours: 3

4.2.7.7 Course Title: Non-Verbal Sales Strategies
Credit Hours: 3

*4.2.8 Course Provider: The Frederick Academy of Real Estate

4.2.8.1 Course Title: Buyer Agency
Credit Hours: 3

4.2.8.2 Course Title: Real Estate Hot Buttons and Issues
Credit Hours: 3

4.2.8.3 Course Title: Real Estate Investment Fundamentals
Credit Hours: 3

*4.2.9 Course Provider: Millman School of Real Estate LLC

4.2.9.1	Course Title:	Professionalism in Real Estate – Real Estate Ethics and Professional Standards
	Credit Hours:	3
4.2.9.2	Course Title:	New Agency Law
	Credit Hours:	3
4.2.9.3	Course Title:	Sales Core Course
	Credit Hours:	3
4.2.9.4	Course Title:	Treating the Real Estate Business as a Business
	Credit Hours:	3
4.2.9.5	Course Title:	Practitioner's Overview of the Statewide Agreement of Sale
	Credit Hours:	3
4.2.9.6	Course Title:	Broker Core Course
	Credit Hours:	6
4.2.9.7	Course Title:	Perfecting Your Listing Presentation
	Credit Hours:	3

4.3 Review of Instructor Applications

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| 4.3.1 | Leonard Goldberger | Continuing Education: Professional Enhancement: Law of Distressed Real Estate
Broker's Course: Legal and Governmental Aspects of Real Estate |
| 4.3.2 | Maruf Shiblee | Continuing Education: Professional Enhancement: Argus Valuation DCF
Software |
| 4.3.3 | James Vesey | Continuing Education: Salesperson Core Course
Broker's Course: Valuing Real Property |
| 4.3.4 | Michael Morton | Continuing Education: Legislative Update/ Professional Enhancement: Landlord
Tenant Code/Collection Law for Agents/Manufactured Home Law/Fair
Housing Law/Disclosure
Pre-Licensing: Real Estate Sales/Real Estate Law
Broker's Course: Real Estate Documents/Legal and Governmental Aspects of
Real Estate/Ethics |
| 4.3.5 | Charles Cosgrove | Continuing Education: Professional Enhancement: Agency/Ethics/Short Sales/
Contracts & Forms/Market Analysis |
| 4.3.6 | Dominic Cardone | Continuing Education: Professional Enhancement: Ethics/Green Designation/
Residential Elective Green Designation |
| 4.3.7 | Anne Matyjasik | Continuing Education: Professional Enhancement: Ethics in Today's Real
Estate World/Flips, Frauds, & Foreclosures |
| 4.3.8 | Patricia Moyer | Continuing Education: Professional Enhancement: Green Designation/Green
Residential/Ethics in Today's Real Estate World/ABR
Designation/SRES Designation |
| 4.3.9 | Michael Perry | Continuing Education: Professional Enhancement: Basics in Real Estate
Investment/ABR/GRI |

- 4.3.10 Paula Tansey
Continuing Education: Professional Enhancement: Forms/Title Issues/Law &
Legal Issues/Ethics/Green/ABR/SRES/Buyer and Seller Representation
- *4.3.11 J. Michael Crosby
Continuing Education: Professional Enhancement: Fair Housing/Retiree Active
Adult/Second Home Resort Buyer/What Buyers Want/Valuing Residential
Properties

4.4 Review Student Requests for Approval of Educational Activity

4.5 Review Dick Brogan's Request to be Appointed to the Education Committee to Fill the
Kent County Professional Member Vacancy

5.0 Correspondence

6.0 Other Business before the Committee (for discussion only)

7.0 Public Comment

8.0 Next Meeting – December 3, 2009

9.0 Adjournment

Please Take Note: To assure consideration of an application at a meeting, the Board office must receive all of these items no later than 4:30 p.m. ten full working days before the meeting date:

- Completed, signed and notarized application form,
- Fee payment, and
- All required documentation.

A final amended agenda will be published to reflect any items received after the original agenda is posted.

Unforeseen circumstances may result in a meeting being cancelled due to a lack of quorum.

Pursuant to 29 Delaware Code, Section 10004(e)(2), the Board shall pre-announce or pre-publish all Executive Sessions; however, such agenda shall be subject to change to include additional items including Executive Sessions which arise at the time of the body's meeting.

MEMBERS: PLEASE CALL THE BOARD OFFICE AT 302-744-4500 OR EMAIL customerservice.dpr@state.de.us IMMEDIATELY IF YOU CANNOT ATTEND THE MEETING. THANK YOU.